February 7, 1980
TWO DOLLARS

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1

Your promotion

In past 5 years, JDH's main product line has been getting shrinking share of growing market due to competitive technical improvements. But what most bothers us is that unit sales must rise a lot for forecast error increase. Make sure to update your resume.

2

3

4

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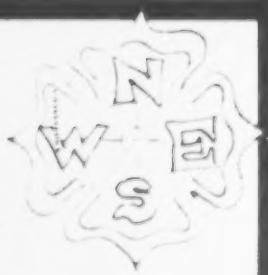
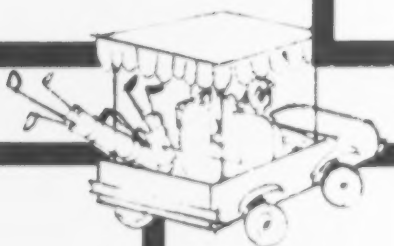


5

Field test

6

And more



7

Your numbers

SALES FORECASTING GAME

continues on page 14

And t.. *real* sales forecast on page 15

In the Manufacturers Edition
Powder Metallurgy Update

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IMPLEMENT & TRACTOR
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February 7, 1980 • Vol. 95 • No. 4

Implement&Tractor

The Business Magazine of the Farm and Industrial Equipment Industry

in this issue...

FORECASTING—FOR FUN AND FOR REAL

14: **The Continuing (Indeed, the Interminable) Sales Forecasting Game.** All you need to play are last year's sales figures, a pair of dice, copies of every financial and agricultural bulletin and journal from *Alabama Apple Advocate* and *Barron's* to the *Wall Street Journal* and *Zucchini Digest*, a set of well-tuned bunions and nerves of steel.

15: **Marketing & Management Conference: The Official FIEI 1980 Sales Forecast.** The Farm & Industrial Equipment Institute's Marketing & Management Conference is looking for a fairly hefty 8 per cent dollar increase in farm equipment sales in 1980, but most if not all of the increase will be eaten up by inflation. Also in this report, a glance at 1981.

20: **What Needs Are Unmet in Today's Tillage Equipment?** The FIEI Tillage Equipment Council and a panel of farmers and dealers air their views.

28: **Signs Point Way to Non-Farm Sales.** Or, "How Much Is That Nut (Screw, Bolt, Etc.) in the Window?" Ed Szczepanik found that all he had to do to capture more suburbanite sales was to let them know he has what they need.

42: **Here Come More Tractors from Japan.** In this latest wave are offerings from Yanmar, Hinomoto, White and Satoh.

DEPARTMENTS

What's Ahead 4
Retail Sales of Wheel Tractors 12
Retail Sales of Selected Farm Equipment 26
What's New 30
Industry in Motion 36
New Literature 38
Auction Prices 44
News Briefs 49
Farm Equipment Patents 51
Classified Ads 52
Index to Advertisers 54

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RETAIL SALES OF WHEEL TRACTORS*

(In Units)

	Total Wheel Tractors†				Cumulative for Jan.-Oct., 1978				Cumulative for Jan.-Oct., 1979			
	Oct., 1978		Oct., 1979		Farm Type				Farm Type			
	Farm	Non-Farm	Farm	Non-Farm	2-Wheel Drive	4-Wheel Drive	Total Farm	Non-Farm	2-Wheel Drive	4-Wheel Drive	Total Farm	Non-Farm
Alabama	272	90	296	66	2,463	48	2,511	764	2,440	38	2,478	573
Alaska	.....	11	5	6	16	.....	16	46	19	1	20	36
Arizona	106	83	125	86	626	55	681	578	596	99	695	601
Arkansas	419	97	554	85	3,098	271	3,369	816	3,341	241	3,582	628
California	627	467	644	458	3,706	269	3,975	3,204	4,066	328	4,394	3,349
Colorado	172	87	169	103	869	85	954	691	947	164	1,111	644
Connecticut	26	41	15	40	170	3	173	304	163	2	165	244
Delaware	17	5	29	2	152	13	165	75	203	19	222	47
Florida	374	190	318	181	2,064	86	2,150	1,458	1,995	79	2,074	1,537
Georgia	460	143	417	95	3,683	53	3,736	871	3,366	39	3,405	802
Hawaii	5	19	7	11	66	4	70	85	49	4	53	95
Idaho	233	33	202	21	1,028	123	1,151	240	941	158	1,099	185
Illinois	1,249	256	1,161	213	6,767	677	7,444	1,835	6,035	794	6,829	1,550
Indiana	659	155	694	95	4,381	407	4,788	1,176	3,749	465	4,214	820
Iowa	1,536	78	1,388	56	7,784	415	8,199	512	7,996	692	8,688	426
Kansas	519	29	570	50	3,114	437	3,551	342	3,751	570	4,321	356
Kentucky	506	105	489	103	4,238	89	4,327	979	4,027	98	4,125	752
Louisiana	364	167	374	94	2,260	204	2,464	1,190	2,250	165	2,415	787
Maine	36	18	38	18	223	1	224	139	209	2	211	128
Maryland	97	94	104	68	685	22	707	607	726	38	764	476
Massachusetts	9	83	13	47	118	.....	118	444	126	.....	126	324
Michigan	428	253	405	254	2,776	219	2,995	1,366	2,555	243	2,798	1,356
Minnesota	1,227	107	945	87	5,662	490	6,152	568	5,435	868	6,303	678
Mississippi	434	78	381	46	3,119	178	3,297	710	3,024	141	3,165	551
Missouri	691	135	735	110	4,332	218	4,550	1,027	4,824	256	5,080	872
Montana	173	32	127	20	711	359	1,070	193	818	409	1,227	166
Nebraska	588	41	539	38	3,487	173	3,660	300	3,915	296	4,211	266
Nevada	11	32	15	42	76	1	77	199	115	9	124	200
New Hampshire	16	16	36	14	121	.....	121	135	132	1	133	106
New Jersey	43	132	32	97	325	6	331	706	275	8	283	649
New Mexico	38	28	41	58	371	22	393	336	415	23	438	310
New York	367	151	402	147	2,422	88	2,510	1,326	2,388	110	2,498	1,044
North Carolina	680	113	538	81	3,911	48	3,959	1,012	3,600	68	3,668	833
North Dakota	519	37	381	39	2,293	725	3,018	255	2,201	1,028	3,229	224
Ohio	773	270	665	196	4,957	297	5,254	1,843	4,005	364	4,369	1,596
Oklahoma	322	111	418	98	2,527	224	2,751	788	3,105	418	3,523	689
Oregon	209	78	182	64	1,205	73	1,278	544	1,144	94	1,238	491
Pennsylvania	349	271	283	200	2,439	27	2,466	1,759	2,126	37	2,163	1,358
Rhode Island	5	9	4	9	25	.....	25	57	23	.....	23	40
South Carolina	225	61	225	48	1,631	26	1,657	527	1,654	37	1,691	439
South Dakota	392	21	325	19	2,218	240	2,458	167	2,124	315	2,439	169
Tennessee	385	109	379	84	3,940	72	4,012	1,009	3,571	63	3,634	839
Texas	1,355	510	1,429	606	7,806	350	8,156	3,875	9,206	562	9,768	3,970
Utah	72	62	78	52	548	15	563	432	624	17	641	422
Vermont	55	18	70	8	338	3	341	83	360	8	368	68
Virginia	339	139	326	80	2,261	10	2,271	971	2,272	17	2,289	647
Washington	253	125	206	109	1,386	176	1,562	900	1,472	180	1,652	780
West Virginia	62	46	81	34	545	.....	545	331	554	.....	554	243
Wisconsin	779	76	697	94	4,716	138	4,854	696	5,108	229	5,337	675
Wyoming	58	33	50	30	334	21	355	198	381	37	418	225
U.S. Government	2	73	5	14	44	3	47	747	130	.....	130	534
Miscellaneous‡	1	157	1	142	85	3	88	1,244	44	4	48	1,461
TOTAL	**18,537**	**5,575**	**17,613**	**4,818**	**114,122**	**7,467**	**121,589**	**40,660**	**114,595**	**9,838**	**124,433**	**36,262**

Data released December 28, 1979, Farm & Industrial Equipment Institute.

*Figures do not include garden tractors, motor tillers or contractors off-highway types. Report includes units marketed by these firms: Allied Farm Equip. (Leyland Satoh); Allis-Chalmers; Belarus; J I Case; Deere; Deutz; Ford; Hy-Dynamics; International Harvester; JCB Excavators; K-D Mfg.; Long; Massey-Ferguson; Pettibone; R. M. Wade (Satoh); Steiger; Versatile; White; and Wood & Copeland.

†The monthly sales are those reported for that month only. The cumulative totals are subject to revisions reflecting updating in the basic sales data.

‡Sales reported as miscellaneous are retail sales that cannot be classified by state or as U.S. Government.

FIEI Marketing & Management Conference:

PREDICTING SALES IN 1980

■FORECASTING farm equipment sales falls somewhere between an inexact science and a guessing game.

That agriculture is, like few other businesses, susceptible to many and varied forces was driven home again very early in the year when the U.S. embargo of grain sales to the Soviet Union took some of the bloom off many rosy predictions.

The consensus sales forecast issued by the Farm & Industrial Equipment Institute at its semi-annual Marketing & Management Conference may seldom or never be completely on the money, and it often proves to have been quite far afield. Even so, the forecast can hardly fail to present a much more accurate picture of the unfolding year than any single member company could construct on its own.

For instance, for 1980, in sales of farm tractors of 30 horsepower and under, the median forecast is a 1.7 per cent rise. The members whose predictions ranged far out on either side of this—the one who foresaw a sales decline of 15 per cent and the one who looks for a rise of more than 20 per cent—may in fact hold to their positions, but they certainly will want to think twice about them.

Probably nearly everybody came away from the Jan. 20-21 Marketing & Management Conference in Rancho Mirage, Calif., with his optimism, pessimism, or equanimity slightly modified.

Good news, bad news

In making their predictions, members of the FIEI Farm Equipment Div. decided for themselves what would be the major forces bearing upon the farm economy in 1980. As it turned out, looking at all the principal factors cited, for nearly every positive force mentioned there was a strong negative force lined up against it.

- Bumper crops at respectable prices were foreseen by a number of prognosticators. This should benefit equipment sales. *But*, at the same time, many members predicted a decline in realized net farm income.
- High export demand was seen as likely. *But*, political conflicts in importing countries could cause trouble for exporters.
- A "pent-up demand" for equipment was perceived. *But*, the high interest rates widely predicted will restrain demand.
- Off-farm cash receipts are likely to increase, members said. *But*, they added, so are their own operating expenses.
- There may be some election-year government moves to stimulate sales, it was thought; *but*, if there *are* any such actions, they will be taken in the framework of an economy which many manufacturers view as uncertain.

Members, generally, said they were looking forward to higher commodity prices (remember, the forecasts were made in advance of the conference, before the grain embargo); and a significant number of them said they perceived a desire among farmers to update equipment to meet changing tillage requirements due to the rising cost of fuel.

All in all, positive factors slightly overbalanced the negatives, producing a median forecast of an 8 per cent rise in total dollar value of 1980 farm equipment retail sales—"hardly enough to cover inflation," said H. J. Head (Ford), who reported the forecast.

1980 outlook

Among Head's other remarks:

"American agriculture enters the 80s with greater opportunities on

(More...)

1980 FARM EQUIPMENT SALES FORECAST
(United States Retail Sales)

Product	2nd 1979 Forecast	1979 Sales (Projected)	1980 Forecast	Per cent Change*
Farm Tractors				
30 hp and under	**	41,000	41,700	+1.7
30-39 hp	**	73,800	71,800	-2.8
100 hp and over	87,500	85,500	86,000	+0.6
4-Wheel Drive	9,800	11,000	11,800	+7.3
Total Farm Tractors	179,900	192,500	190,000	-1.3
2-P Combines	31,250	31,500	31,500	0.0
Combines	21,000	21,000	21,000	0.0
Moldboard Plows	33,300	31,800	31,500	-1.0
Disk Harrows	56,000	56,250	56,250	0.0
Field Cultivators	19,350	19,200	20,000	+4.0
Chisel Plows	18,500	17,000	18,000	+6.0
Balers (under 200 lbs.)	21,000	18,801	17,600	-6.1
Balers (200 lbs. and over)	19,500	21,000	22,500	+7.0
Forage Harvesters	12,250	12,250	12,250	0.0
Mower-Conditioners	25,500	25,000	25,000	0.0
Hay Rakes	1,800	1,400	1,075	-23.0
Stack Movers	1,700	1,700	1,300	-27.0
Wild Rice Harvesters	8,800	8,400	8,400	0.0
Grinder-Mixers	11,000	12,000	11,700	-7.4
Manure Spreaders***	19,000	19,500	19,500	0.0
Corn Shellers	1,400	1,750	1,600	-8.6

*Percentage figures are given as indicators—are approximate subject to the range of error.

**Decrease in tractors under 100 hp in this forecast.

***Box type only.

the horizon than at any time since the expansion era immediately following the Korean War.

"Members see some difficult days ahead...but they look forward to increased exports as U.S. farm products become an even greater value on world markets...and they see great challenges to increase productivity and create new breakthroughs in technology to aid American agriculture in its continuing battle to ease world hunger.

"The U.S. agricultural economy, strong throughout most of 1979, is expected to remain vigorous this year.

"A year ago...our group predicted sales of farm tractors would increase by about one per cent to 175,600 units in 1979. We missed by about 9 per cent on the low side, based on a median November estimate of 192,500.

"Even though we underestimated a strong market, we might well merit a passing grade from a learned doctor at Purdue U., Gary Krutz, who published an article a year ago on how virtually impossible it is to predict farm tractor sales. While net income of farmers is the most reliable indicator, he wrote, it cannot be depended upon. The reason: farmers are impulse buyers. When it's time to buy, if they have the money, they might buy. But then again, they might not. All things considered, I think we've done pretty well in predicting, or attempting to predict, over the years."

Besides registering their predictions for the new year, members were invited to stick their necks out a little farther and try their luck at 1981. The following figures indicate median 1981 sales forecasts as a per cent change, plus or minus, from sales expected for 1980.

Product	Pct. Change, 1981 from 1980
Farm Tractors	
Under 30 hp	+3.0
30-100 hp	0.0
100 hp and over	+2.0
4-Wheel Drive	+6.4
All tractors	+1.0
S-P Combines	0.0
Moldboard Plows	0.0
Disk Harrows	0.0
Balers (large)	+3.0

H. J. Head, general operations manager for Ford Tractor and Implement Operations in North America, delivered the report of the group's consensus forecast.

1980 AGRI-EQUIPMENT SALES FORECAST

United States

Product	Per cent Change*
Portable Farm Augers/Elevators	+5.0
Crop Dryers (bin types)	+1.0
Crop Dryers (batch, continuous-flow types)	+5.0
Farmstead Equipment (dairy, beef types)	+10.0
Farmstead Equipment (hog types)	0.0
Grain Bins	0.0
Milking Machines	+9.0
Chemical Application Equipment	+9.5
Dollar Volume Outlook	+8.0

*Percentage figures are given as medians—the approximate mid-point in the range of estimates.

Inventories

"Members were asked to comment on current inventory levels of the products they manufacture... and the results show a preponderance of opinion that inventory levels are about right—with the exception of four-wheel-drive tractors, where most seem to think inventories are too low, and in combines, where at least three makers think they're too high."

Marketing, R&D

Members were polled on their intentions to spend on advertising, sales promotion and research and development in 1980, and the median projections were: advertising, up 9.5 per cent, due to inflation, increased media costs, increased co-op advertising, and production catching up to markets; sales promotion, up 7.5 per cent and R&D, up 9.3 per cent due to inflation and a more competitive market. □

RETAIL SALES OF SELECTED FARM EQUIPMENT—Jan.-Oct., 1978 and 1979 (1)

(In Units)

	Combines Self-Propelled		Corn Heads		Hay Balers (2)		Windrowers Self-Propelled: Power Units		Windrowers Self-Propelled: Total Heads		Grinder-Mixers		Sheer-Bar Forage Harvesters (3)	
	1978	1979	1978	1979	1978	1979	1978	1979	1978	1979	1978	1979	1978	1979
Alabama	477	439	151	99	366	244	1	1	1	1	163	196	59	54
Alaska	.....	3	.....	.....	6	6	.....	.....	.....	.....	.....	.....	.....	.....
Arizona	46	30	9	5	32	41	67	57	72	64	6	4	10	15
Arkansas	973	1,006	6	11	499	414	2	2	1	1	57	52	15	22
California	237	228	63	58	202	233	288	275	307	302	4	13	62	69
Colorado	239	290	112	139	410	495	249	278	248	285	409	61	151	178
Connecticut	1	2	2	1	74	65	1	.....	1	.....	1	2	35	64
Delaware	41	53	35	34	34	18	3	.....	3	.....	2	10	13	13
Florida	148	130	86	69	133	102	.....	2	.....	2	60	59	31	23
Georgia	650	672	519	478	356	232	5	1	5	1	396	468	134	126
Hawaii	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	2	.....	1	.....
Idaho	347	354	12	10	504	485	290	348	299	361	15	35	56	67
Illinois	3,265	3,031	3,094	3,110	402	389	30	15	30	15	585	597	322	328
Indiana	1,820	1,720	1,783	1,766	479	409	13	12	13	12	496	537	226	224
Iowa	3,282	3,097	3,441	3,554	475	451	254	259	261	255	1,471	1,829	884	866
Kansas	1,465	1,661	354	364	419	491	334	394	342	406	233	306	253	326
Kentucky	448	517	368	365	646	447	4	3	4	4	247	287	220	208
Louisiana	605	615	8	1	173	154	1	.....	1	.....	12	13	24	19
Maine	8	2	.....	.....	89	86	.....	3	.....	3	.....	1	29	59
Maryland	144	139	140	147	160	131	12	8	13	7	40	46	80	103
Massachusetts	.....	.....	1	.....	56	56	1	1	1	.....	3	1	29	30
Michigan	480	499	419	448	567	468	89	79	70	83	228	238	408	449
Minnesota	1,898	1,784	1,582	1,592	1,064	941	833	743	883	766	567	839	1,020	1,092
Mississippi	720	816	19	8	254	199	.....	.....	.....	.....	58	59	67	72
Missouri	1,393	1,475	767	821	730	665	90	82	93	84	448	581	183	197
Montana	422	369	1	5	452	396	557	487	611	525	49	67	63	46
Nebraska	1,589	1,609	1,441	1,507	268	251	445	499	462	505	390	558	395	452
Nevada	7	3	.....	.....	51	54	64	74	70	78	1	1	7	6
New Hampshire	.....	.....	.....	.....	52	57	1	1	1	1	.....	2	25	34
New Jersey	54	41	24	13	75	62	3	.....	3	.....	11	11	34	22
New Mexico	20	29	9	12	175	166	96	95	94	94	12	18	8	11
New York	129	136	144	162	853	786	81	72	83	72	152	115	788	917
North Carolina	501	581	470	478	547	305	2	3	2	3	210	230	135	122
North Dakota	1,099	1,264	52	58	143	91	1,041	897	1,108	965	97	167	137	137
Ohio	1,429	1,418	1,191	1,276	873	685	17	14	17	14	434	475	288	316
Oklahoma	417	553	18	11	704	890	142	163	148	168	98	139	37	56
Oregon	241	203	10	6	372	317	332	244	350	250	13	30	83	72
Pennsylvania	224	238	243	232	1,085	932	83	87	82	88	265	298	597	666
Rhode Island	.....	.....	.....	.....	6	6	.....	.....	.....	.....	.....	1	7	1
South Carolina	303	329	181	176	171	100	.....	.....	.....	.....	92	113	40	35
South Dakota	650	636	420	441	265	177	804	763	844	825	246	363	387	442
Tennessee	571	615	220	193	790	593	2	.....	2	.....	198	241	207	204
Texas	837	919	263	265	1,266	1,395	92	112	98	123	183	220	60	82
Utah	48	40	4	8	324	317	149	146	152	148	51	69	90	94
Vermont	.....	.....	2	.....	124	128	2	1	2	1	2	2	118	166
Virginia	178	214	151	189	585	468	9	7	9	7	116	141	258	223
Washington	311	365	18	66	357	340	184	207	187	219	17	19	102	90
West Virginia	3	3	4	4	364	259	.....	.....	.....	.....	24	31	47	49
Wisconsin	474	469	520	526	1,990	1,933	360	385	362	389	447	565	2,053	2,140
Wyoming	48	47	9	13	219	203	182	190	187	200	16	22	34	45
U.S. Government	.....	1	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Miscellaneous (4)	1	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	6	.....	.....
TOTAL	26,242	26,647	18,366	18,721	20,261	18,133	7,195	7,010	7,502	7,327	8,258	10,138	10,312	11,032

Data released December 26, 1979, Farm & Industrial Equipment Institute.

(1) Includes revisions for prior months.
(2) For making bales of under 200 lbs.
(3) Pull-type, mounted, self-propelled.
(4) Sales reported as miscellaneous are retail sales that cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

Mower Conditioners All Types 1978	1979	Manure Spreaders Conveyor-Type 1978	1979	
261	231	19	16	Alabama
1	1	1	1	Alaska
3	6	7	8	Arizona
496	565	91	108	Arkansas
51	47	62	73	California
118	164	39	65	Colorado
89	89	73	71	Connecticut
29	17	51	66	Delaware
128	108	22	28	Florida
327	265	30	46	Georgia
.....	1	.....	2	Hawaii
134	117	128	109	Idaho
756	746	989	855	Illinois
699	685	691	650	Indiana
,484	1,441	2,043	2,179	Iowa
682	976	196	238	Kansas
,175	1,177	289	289	Kentucky
114	121	20	24	Louisiana
106	119	106	111	Maine
166	169	219	210	Maryland
77	80	58	64	Massachusetts
895	749	708	712	Michigan
,259	1,428	1,493	1,710	Minnesota
191	188	25	31	Mississippi
,564	1,715	353	411	Missouri
136	121	53	47	Montana
437	597	409	502	Nebraska
3	12	3	5	Nevada
81	68	55	48	New Hampshire
97	74	48	54	New Jersey
37	33	3	6	New Mexico
,182	1,223	1,360	1,344	New York
472	362	158	149	North Carolina
128	168	175	103	North Dakota
,218	1,072	906	923	Ohio
667	934	28	30	Oklahoma
238	184	88	108	Oregon
,277	1,182	1,175	1,214	Pennsylvania
8	6	3	1	Rhode Island
168	132	27	29	South Carolina
120	145	273	333	South Dakota
848	915	149	167	Tennessee
,285	1,494	119	142	Texas
185	178	130	89	Utah
240	246	228	248	Vermont
647	726	221	224	Virginia
199	153	102	130	Washington
220	235	80	84	West Virginia
,067	3,054	2,400	2,585	Wisconsin
146	85	45	46	Wyoming
.....	.....	.....	.....	U.S. Government
.....	.....	1	1	Miscellaneous
,911,	24,584	15,972	16,687	TOTAL

BEST AVAILABLE COPY

AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

BILL ENLOW TRACTOR SALES
Tulsa, Okla.
(December 8, 1979)

ALLIS-CHALMERS TRACTORS
D-21 diesel, cab, 1965 (Good) 2600*

CASE TRACTORS
VAC, 1951 (Fair) 350
600 diesel, 1957 (Fair) 925
630 diesel, 1963 (Good) 2000
930 LP, 1967 (Fair) 2050
930 diesel, 1968 (Good) 3800
580 diesel, backhoe, 1967 (Good) 5000
580B diesel, backhoe, 1973 (Fair) 6400

DEUTZ TRACTOR
D906 diesel, (Good) 3750

FERGUSON TRACTORS
20, 1949 (Fair) 1000
40, 1954 (Fair) 1450*

FORD TRACTORS
9N, 1940 (Good) 950
9N, 1943 (Fair) 875
9N, 1944 (Good) 1000
8N, 1947 (Fair) 1175
8N, 1947 (Fair) 1150
8N, 1948 (Good) 1275
8N, 1948 (Good) 1340
8N, 1948 (Good) 1400
8N, 1949 (Fair) 1075
8N, 1950 (Fair) 1250
8N, 1950 (Good) 1325
8N, 1950 (Good) 1355
8N, 1951 (Good) 1450
8N, 1951 (Fair) 1200
8N, 1952 (Good) 1725
8N, 1952 (Good) 1325
8N, 1952 (Good) 1300
8N, 1952 (Good) 1575
NAA, 1953 (Fair) 1700*
NAA, 1953 (Good) 1775
640, 1954 (Good) 2000
650, 1955 (Fair) 1650
650, 1956 (Good) 2436
601, 1958 (Good) ..... 2[illegible]
641, 1958 (Good) ..... 2[illegible]
800, 1955 (Fair) 2025
850, 1956 (Rough) 1675
801, 1959 (Rough) 1750
Dexta, 1961 (Good) 1300
Dexta diesel, 1962 (Good) 1800
2000, backhoe, 1963 (Good) 3000
3000 diesel, 1966 (Fair) 3150
3000 diesel, 1967 (Good) 3600*
4000, 1962 (Fair) 1500*
4000 diesel, 1965 (Rough) 2200
4000 diesel, 1970 (Good) 3600*
4000 diesel, 1971 (Good) 3650*
4000 diesel, 1972 (Good) 4100*
5000 diesel, 1972 (Good) 5450
6000 diesel, 1967 (Fair) 1250
3400 diesel, 1965 (Fair) 3000
4400 diesel backhoe, 1971 (Fair) 4500*

INTERNATIONAL HARVESTER TRACTORS
Cub, 1950 (Good) 1650
Cub, 1953 (Good) 1750
Cub, 1958 (Fair) 1000*
154 Cub, 1968 (Good) 2000*
154 Cub, 1968 (Fair) 1600
300, backhoe, 1958 (Fair) 1950
3414, backhoe, 1964 (Good) 3450*
TD-24 dozer, (Good) 5750
450, disk, 1957 (Good) 1500
460 LP, 1960 (Good) 900
806 diesel, 1966 (Good) 5700
806 diesel, 1967 (Good) 5300*

JOHN DEERE TRACTORS
B, 1950 (Fair) 200*
2010, 1961 (Fair) 1100*
2010, 1963 (Good) 1650*
2010 diesel, 1965 (Good) 2500
2010 diesel, 1965 (Rough) 1000*
3010 diesel, 1960 (Good) 3300*
2020 diesel, 1969 (Fair) 2850
3020 diesel, 1970 (Good) 5050
1520 diesel, 1974 (Good) 5250*

MASSEY-FERGUSON TRACTORS
MH 444, 1957 (Fair) 220
35, 1959 (Fair) 1750
35, 1961 (Good) 2100
35, 1962 (Good) 2000*
50, 1957 (Good) 1675*
50, 1959 (Good) 1800
50, Idr., 1960 (Fair) 1800*
50, 1961 (Fair) 1900*
65 diesel, 1960 (Fair) 2000*
65, 1961 (Rough) 1400*
65 diesel, 1961 (Fair) 2100*
65 diesel, 1962 (Fair) 2050
65 diesel, 1962 (Fair) 1950
65 diesel, 1962 (Good) 2350
65 diesel, 1963 (Good) 2200
65 diesel, 1964 (Good) 3050
65 diesel, 1964 (Good) 3025
135, 1965 (Fair) 2600
135, 1965 (Fair) 2450*
135, 1966 (Good) 2750
135 diesel, 1971 (Good) 3500*
135 diesel, 1972 (Good) 3700
135 diesel, 1974 (Good) 3875
165 diesel, 1965 (Rough) 2500
165, 1966 (Fair) 2750
165, 1967 (Good) 3575
165, 1967 (Good) 3400
165, 1968 (Good) 3650
165, 1969 (Good) 3550
165, 1969 (Good) 3750
175, 1966 (Fair) 3050
175, 1970 (Good) 4175
175, 1971 (Good) 4150
175, 1973 (Good) 4350*
180, 1967 (Fair) 3250*
202, Idr., 1964 (Fair) 1950*
202 diesel, Idr., 1968 (Good) 3650
203 diesel, 1968 (Fair) 2500*
235, 1975 (Good) 4100
235 diesel, 1975 (Good) 4250
230 diesel, (New) 6250
230 diesel, (New) 6100*
230 diesel, (New) 6350
245 diesel, (New) 6850*
245 diesel, (New) 6900*
245 diesel, (New) 7000*

MINNEAPOLIS-MOLINE TRACTOR
Vista 1000 diesel, 1967 (Fair) 2600*

OLIVER TRACTORS
Dozer, 1944 (Good) 1050
S-55 diesel, 1958 (Fair) 950*
1250 diesel, 1969 (Good) 4750*

JONES FARM EQUIPMENT CO.
Dothan, Alabama
(December 11, 1979)

ALLIS-CHALMERS TRACTORS
5040 diesel, 1976 (Fair) 4000*
175 diesel, 1970 (Good) 5650
WD45, 1954 (Rough) 250*
WD45, 1954 (Fair) 400
ED40, (Good) 900
D17 diesel, 1965 (Good) 2700
D15 diesel, 1961 (Fair) 1100*
D15 diesel, 1961 (Good) 1550*
CA, 1955 (Fair) 450

CASE TRACTORS
1175 diesel, 1974 (Good) 9300*
930 diesel, cab, 1961 (Fair) 825
530 diesel, Idr., 1964 (Good) 2200
430, Idr., 1968 (Good) 3600*

DEUTZ TRACTOR
4505 diesel, 1970 (Fair) 1075

MASSEY-FERGUSON TRACTORS
1155 diesel, 1976 (Good) 7950
1150 diesel, 1971 (Fair) 4400*
1135 diesel, cab, 1977 (Excellent) 12,200*
1105 diesel, 1973 (Good) 8300
1100 diesel, 1967 (Good) 5000
265 diesel, 1976 (Good) 9000
265 diesel, 1975 (Good) 8650
255 diesel, 1975 (Good) 5300
235 diesel, 1976 (Good) 4300
235 diesel, 1975 (Good) 4100
235 diesel, 1975 (Fair) 3750
200 diesel, backhoe, 1967 (Good) 3600
180 diesel, 1968 (Fair) 3350
180 diesel, 1967 (Fair) 3100*
180 diesel, 1967 (Good) 3800
175 diesel, 1974 (Good) 4000
175 diesel, 1974 (Good) 4450
175 diesel, 1973 (Good) 4050
175 diesel, 1973 (Good) 3900
175 diesel, 1973 (Good) 4225
175 diesel, 1972 (Good) 4400

175 diesel, 1970 (Good) 3950
175 diesel, 1969 (Fair).....2825
3165 diesel, 1969 (Fair).....2100*
165 diesel, 1970 (Fair).....3300
165 diesel, 1967 (Good) 3800
165 diesel, 1966 (Fair).....3350
165 diesel, 1966 (Good) 3500
165 diesel, 1966 (Good) 3450
165 diesel, 1966 (Fair).....3125
150 diesel, 1969 (Good) 3400*
150 diesel, 1965 (Fair).....2800*
150 diesel, 1965 (Fair).....2800
150 diesel, 1965 (Good) 3500
135 diesel, 1973 (Fair).....2900
135 diesel, 1966 (Good) 3450
65 diesel, 1964 (Fair).....1375
65 diesel, 1963 (Good) 1950*
65, 1958 (Good) 1600
50, 1959 (Good) 2000
50, 1959 (Rough) 1350
40, 1956 (Good) 1800
35 diesel, 1963 (Good) 1850
35 diesel, 1961 (Excellent) 2200
35 diesel, 1961 (Fair).....1250
35 diesel, 1959 (Good) 1750
35, 1957 (Fair).....1450
35, 1957 (Fair).....1400
35, 1956 (Good) 1950
35, 1955 (Fair).....1200
35, 1955 (Fair).....1225
T030, 1952 (Good) 1050
T030, 1952 (Good) 1250*
T030, 1952 (Rough) 600

FORD-FERGUSON TRACTORS

9N, 1946 (Fair) 650
9N, 1946 (Fair) 750
9N, 1946 (Good).....1100
9N, 1944 (Fair) 750
9N, 1944 (Good).....800
9N, 1942 (Rough).....625*

FORD TRACTORS

8000 diesel, 1969 (Good) 4800
8000 diesel, 1968 (Rough) 2700
8000 diesel, 1968 (Good) 4700
7000 diesel, cab, air, 1973 (Good) 7300
5500 diesel, ldr., backhoe, 1970 (Good) 6300
5000 diesel, 1975 (Excellent) ...6000*
5000 diesel, 1975 (Excellent) ...5500
5000 diesel, 1972 (Good) 4750
5000 diesel, 1971 (Good) 4650
5000 diesel, 1970 (Excellent) ...5500*
5000 diesel, 1969 (Good) 4350
5000 diesel, 1967 (Good) 4200
5000 diesel, 1966 (Fair).....3800
5000 diesel, 1965 (Good) 4000*
4500 diesel, ldr., backhoe, 1971 (Fair).....4500*
4500 diesel, ldr., backhoe, 1970 (Good) 5100
4500 diesel, ldr., backhoe, 1969 (Good) 4750
4410 diesel, 1968 (Rough) 1750*
4000 diesel, 1971 (Excellent) ...4150
4000 diesel, 1969 (Excellent) ...4750*
4000 diesel, 1967 (Good) 3100
4000 diesel, 1965 (Good) 3400
4000 diesel, 1963 (Rough) 1150*
4000, 1963 (Fair).....1575*
4000, Select-O-Speed, 1963 (Rough) 800
3400 diesel, 1971 (Rough) 1600*
3400 diesel, ldr., 1968 (Fair).....2150
3000, diesel, 1970 (Good).....3200
3000, 1966 (Good) 3100*
3000 diesel, 1968 (Fair).....2800*
3000 diesel, 1968 (Good) 3350
3000 diesel, 1966 (Fair).....2350
3000 diesel, 1965 (Good) 3000*
2000 diesel, 1963 (Rough) 1350
2000, 1967 (Fair).....1800*
2000, ldr., 1965 (Rough).....1450
971 diesel, Select-O-Speed, corn picker, 1978 (Rough).....900
871, Select-O-Speed, 1958 (Fair).....1100*
851 diesel, 1958 (Fair).....1200*
850, 1955 (Good) 1850
850, 1955 (Good) 2100*
950, 1955 (Excellent).....2525
841 diesel, 1958 (Good).....1900
841 diesel, 1958 (Good) 1800*
650, 1957 (Good) 1600*
641, LP, 1961 (Good).....2000*
641, 1959 (Good) 1950*
641, 1958 (Good) 2200
641, 1958 (Good) 2100*
640, 1955 (Good) 1550
621, 1960 (Good) 1950*
Dexta, 1961 (Excellent).....1600
Dexta, 1959 (Fair).....875
NAA 1954 (Excellent) 1900*
NAA, 1954 (Good) 1450*
Jub., 1953 (Good) 1400*
Jub., 1953 (Excellent) 1800*
Jub., 1953 (Good) 1600
Jub., 1953 (Fair).....1350
8N, 1952 (Fair) 1100
8N, 1950 (Good).....1325
8N, 1950 (Excellent) 1825
8N, 1950 (Good).....1400*
8N, 1950 (Rough).....675
8N, 1950 (Good).....1650*
8N, 1949 (Rough).....675*
8N, 1949 (Good).....1300
8N, 1949 (Good).....1450
8N, 1949 (Fair) 1075
8N, 1948 (Fair) 1050*
8N, 1948 (Good).....1200
8N, 1948 (Fair) 825

INTERNATIONAL HARVESTER TRACTORS

2400 diesel, ldr., 1971 (Fair) ...2975
1468 diesel, 1972 (Excellent) ...7000*
1206 diesel, 1967 (Good) 3850
1086 diesel, cab, air, 1976 (Excellent) 12,900*
986 diesel, 1977 (Excellent) ..12,150
966 diesel, 1974 (Good) 9250
806, LP, 1965 (Fair).....2900
706 diesel, 1965 (Good) 3800*
674 diesel, 1975 (Good) 5700*
504, 1966 (Fair).....900*
454 diesel, 1971 (Good) 2450
2444 diesel, 1968 (Fair).....1600*
444 diesel, 1970 (Fair).....1050*
404, 1964 (Fair).....975
WD9, 1943 (Fair) 250
M, 1950 (Fair) 500*
M, 1945 (Fair) 475
Sup. C, 1952 (Good) 650
Sup. A, 1952 (Fair) 900
140, trencher, 1967 (Good) 2000*
Cub 154, Loboy, mo, 1968 (Fair).....1400*
Cub, 1964 (Good).....1250
Cub, mo., 1949 (Good).....1350*
Cub, cult., har., mo., 1948 (Fair).....1200

JOHN DEERE TRACTORS

5020 diesel, 1967 (Good) 6200*
4030 diesel, 1974 (Good) 8600*
4030 diesel, 1974 (Fair).....8000*
4020 diesel, 1968 (Good) 6100*
4010 diesel, 1962 (Fair).....4000*
3020 diesel, 1966 (Excellent) ...5800
3010 diesel, 1961 (Rough) 1250
2840 diesel, 1977 (Good).....10,900
2640 diesel, 1977 (Good) 7200*
2630 diesel, 1975 (Good) 6500
2020 diesel, 1967 (Good) 4900
2020 diesel, trencher, bld., 1966 (Good) 4950
2010 diesel, 1964 (Fair).....1275
2010, LP, 1961 (Fair).....1100
1520 diesel, 1971 (Good) 3850
1020, 1966 (Good) 2800
1010, 1964 (Good) 1500
1010, 1962 (Good) 1600
1010 diesel, 1962 (Fair).....750
430, 1959 (Fair).....850

(More...)

Auctions
(continued)

410 diesel, ldr., backhoe, 1973 (Good) 8800
400 diesel, ldr., backhoe, 1970 (Good) 3600*
400 diesel, 1967 (Fair) 1275
330, 1959 (Good) 1200
70, 1954 (Good) 825
M, 1949 (Fair) 625

KUBOTA TRACTOR
B6000 diesel, cult., plt., plow, 1975 (Good) 2350

LEYLAND TRACTORS
270 diesel, 1973 (Good) 2500
154 diesel, 1974 (Good) 2800*

LONG TRACTORS
560 diesel, 1974 (Fair) 2850
560 diesel, 1974 (Good) 3250
384 diesel, 1973 (Fair) 1375*
384 diesel, 1973 (Good) 1900

OLIVER TRACTORS
1650 diesel, 1968 (Good) 3725
550 diesel, 1963 (Fair) 1225
500 diesel, 1963 (Fair) 500

YODER & FREY, INC.
Archbold, Ohio
(December 11, 1979)

ALLIS-CHALMERS TRACTORS
440 diesel, (Good) 12,000*
XT190 diesel, 1968 (Good) 7000
XT190, 1971 (Fair) 4700*
D21 diesel, 1964 (Good) 6100*
D15, 1962 (Fair) 1500*
WD45, 1954 (Rough) 650
WD, 1949 (Fair) 500
WD, (Rough) 250
CA, cult., 1953 (Good) 1100

CASE TRACTORS
1370 diesel, 1974 (Good) 14,900*
1370 diesel, 1973 (Good) 8850
1270, 1972 (Fair) 9000*
1170 diesel, 1972 (Good) 8600*
1170 diesel, 1970 (Fair) 5250*
1070, 1971 (Good) 8050
1070 diesel, 1970 (Good) 5600*
1030 diesel, 1967 (Fair) 3900*
1030 diesel, 1966 (Fair) 3500
930 diesel, 1968 (Fair) 3750
930 diesel, 1967 (Good) 4250*
930, 1966 (Good) 3100
930, 1965 (Fair) 3300*

DAVID BROWN TRACTORS
1210 diesel, 1973 (Good) 4550*
1200 diesel, ldr., 1976 (Good) ..7275
1200 diesel, 1970 (Fair) 2825
885, (New) 8200*
885, 1978 (Excellent) 4250*
880, 1967 (Fair) 1075

FERGUSON TRACTORS
30, 1952 (Fair) 1090
20, 1949 (Fair) 925
20, 1948 (Fair) 670

JOHN DEERE TRACTORS
4520 diesel, 1972 (Good) 9400*
4430 diesel, 1977 (Excellent) .16,250
4020 diesel, 1971 (Good) 8975
4020 diesel, 1968 (Good) 7700*
4020 diesel, power shift, 1968 (Good) 7650
4020 diesel, 1968 (Good) 6900*
4020 diesel, 1967 (Good) 7250*
4020 diesel, 1967 (Fair) 6200
4020, 1965 (Good) 6500
4020 diesel, 1965 (Fair) 6400
4010 diesel, 1964 (Good) 6000
4010 diesel, 1963 (Good) 5000
4010, 1963 (Good) 4300
4010, 1961 (Fair) 3300
3020 diesel, 1968 (Fair) 5850
3020 diesel, 1967 (Good) 4900*
3020, 1966 (Good) 4250
3010 diesel, 1961 (Fair) 3200
2440, 1978 (Excellent) 9000
2030, ldr., 1975 (Fair) 7700*
2010, crawler, ldr., 1962 (Fair) 4600
2010, 1962 (Fair) 1675*
1020, 1970 (Good) 3500*
830, 1976 (Excellent) 5300
830 diesel, 1960 (Good) 2200*
730, 1960 (Good) 2000
730 diesel, 1960 (Rough) 1700*
720, 1957 (Fair) 1700*
720 diesel, 1957 (Fair) 1675
70, 1955 (Good) 1400
60, 1954 (Fair) 950*
60, 1954 (Fair) 825
A, 1951 (Good) 725
A, 1948 (Fair) 490

FORD TRACTORS
9600, 1976 (Good) 9500*
9600, 1974 (Good) 9100*
7000, 1975 (Excellent) 7600
6000 diesel, 1962 (Fair) 1450*
5000, 1973 (Good) 4000*
4000, 1965 (Fair) 2000*
4000, 1961 (Fair) 1700*
3000, 1973 (Good) 3500*
3000, ldr., 1971 (Good) 4300
1600, mo., (New) 4400*
860, 1958 (Good) 1975
960, ldr., 1958 (Fair) 1450*
850, 1956 (Fair) 1580
800, 1957 (Rough) 1250
Jub., bld., 1953 (Good) 1790
Jub., 1953 (Good) 1750
Jub., ldr., 1953 (Fair) 1650*
Jub., 1953 (Fair) 990
8N, 1952 (Rough) 1050
8N, 1951 (Fair) 900
8N, ldr., 1950 (Fair) 1175
8N, 1949 (Rough) 925
8N, 1948 (Fair) 1075
9N, 1946 (Fair) 890
9N, 1946 (Fair) 850
9N, 1945 (Fair) 825
9N, 1945 (Fair) 790

INTERNATIONAL HARVESTER TRACTORS
4100, 1971 (Good) 7500*
1566 diesel, 1975 (Good) 10,500*
1468 diesel, 1973 (Good) 8250*
1466, diesel, 1977 (Good) 11,000*
1466 diesel, 1976 (Good) 10,450
1456 diesel, 1971 (Good) 8000
1256 diesel, 1969 (Good) 7500
1256 diesel, 1969 (Good) 7450
1206 diesel, 1967 (Fair) 6000*
966 diesel, 1976 (Good) 9500
966 diesel, 1975 (Good) 10,000
886 diesel, (New) 17,000*
826, 1970 (Good) 7300*
826 diesel, duals, 1970 (Fair) 7250*
806 diesel, 1966 (Good) 5800
806 diesel, 1965 (Good) 5850
806, 1965 (Fair) 4875
756, 1971 (Good) 7250
706 diesel, 1965 (Rough) 2450
706, 1964 (Fair) 3300*
706, 1964 (Fair) 3000*
560, 1961 (Good) 2325

(More...)

Circle (38) on Reply Card

Auctions

(continued)

560, 1961 (Rough) 1800*
656, 1967 (Good) 4000
464, Idr., 1975 (Good) 5700
460, 1962 (Fair) 1875
460, 1961 (Good) 1900
460, 1961 (Fair) 1500*
454, 1971 (Rough) 3500*
B414, Idr., 1964 (Good) 1500
404, Idr., 1965 (Good) 3300
400, 1955 (Fair) 1225
100, 1956 (Good) 1150
MTA, 1954 (Good) 1275
Sup. MTA, 1954 (Fair) 1150*
Sup. M, 1954 (Good) 1100*
Sup. MTA, 1954 (Good) 1100*
M, 1951 (Good) 1000*
M, 1951 (Fair) 810*
Sup. M, 1951 (Fair) 775
M, Idr., 1949 (Rough) 750
Sup. H, 1953 (Good) 850*
H, 1950 (Fair) 525
Sup. A, cult., 1952 (Good) 1250*

MASSEY-FERGUSON TRACTORS

1155 diesel, 1974 (Excellent) .12,300
1150 diesel, 1972 (Good) 6700*
1150, 1971 (Fair) 6100*
1100, 1972 (Good) 5250
1100 diesel, 1970 (Good) 5800*
275, (New) 9100*
275, 1975 (Fair) 5250
285 diesel, 1978 (Excellent) 8500*
230, 1978 (Excellent) 5425
180 diesel, 1970 (Good) 4500*
180 diesel, 1968 (Rough) 3100
165, 1971 (Fair) 3750
165 diesel, Idr., 1970 (Good) 4600
165, 1970 (Good) 3500
165, 1969 (Good) 3550
Sup. 90 diesel, 1962 (Rough) 1100*
65 diesel, 1963 (Fair) 1800
65, 1962 (Good) 2350
65, 1961 (Good) 2325
40, Idr., 1970 (Good) 3700

MINNEAPOLIS-MOLINE TRACTORS

GVI diesel, 1964 (Fair) 1175
GVI LP, 1962 (Fair) 1300*
705 LP, 1965 (Fair) 1350*
602, 1963 (Fair) 2100*
445, 1960 (Fair) 950
335, 1961 (Rough) 900
Jet Star 3, 1961 (Fair) 750

OLIVER TRACTORS

2050 diesel, 1968 (Fair) 6000*
1800, 1963 (Good) 3100*
1800 diesel, (Fair) 2600
1650, 1967 (Good) 3400
1650, 1966 (Fair) 2600*
1600, 1965 (Fair) 1800*

WHITE TRACTORS

4-150 diesel, (Good) 15,100
2-150 diesel, 1975 (Excellent) .12,250

NOTES
Prices reported are for individual sales at wholesale on "as is," "cash and carry" basis.
Prices reported are NOT averages.

Condition classifications: EXCELLENT means—Engine: in perfect condition, 400 to 600 hours of use; Rubber: 80% tread remaining, no breaks or cracks; Paint: original and bright; General Appearance: excellent.

GOOD means—Engine: good running condition; Rubber: 70% tread remaining, no breaks or cracks; Paint: original paint or a good repaint job; General Appearance: good over-all.

FAIR means—Engine: possibly in need of a minor overhaul to restore; Rubber: 60% tread remaining, some cracking evident in side walls; Paint: only fair, weathered and some rust apparent; General Appearance: worn, some dents, minor parts such as gage covers missing or broken.

ROUGH means—Engine: obviously in need of a major overhaul; Rubber: smooth; Paint: scarred, weathered, rusty, needs painting urgently; General Appearance: dents, ruptures, broken parts, loose wires, some components such as lights broken, missing or inoperative.

DEMONSTRATOR means—used for demonstrating only and in practically new condition.